



AIRPORT DIRECTOR'S REPORT August 2019

Meeting 08/21/19
Agenda Item No. 3

A. AIRPORT OPERATIONS

- Passenger Count
- Aircraft Operations
- Air Freight

The passenger count report will be distributed at the meeting

B. PROGRAMS

1. Marketing & Communications Program

- FlySBA.com to launch in August
- SBA 15 second commercial playing at airline terminal
- Media Releases:
 - Delta Air Lines Direct Service to SLC Commences - August 8
 - Fourth of July Holiday Reminders from SBA – July 3
 - Ribbon Cutting Celebration for 6100 Hollister Project – June 20

Recent Media Highlights:

- **TV:**
 - KEYT | On going 15 second commercial
 - KEYT | Delta Air Lines returns to SB with SLC connection | August 12
 - KSBY | SBA Celebrates Opening New Commercial Development | June 24
- **RADIO:** KCLU | New Development at South Coast Airport to Attract Commercial and Industrial Businesses | June 24
- **City News In Brief:**
 - Airport Welcomes Air Service to Salt Lake City | August 12
 - Fly Frontier Airlines Nonstop Low Fares Done Right! | July 15
 - Delta Adds Service from SBA to Salt Lake City | July 3
 - Airport Commercial Industrial Space Complete | June 24
- **Pacific Coast Business Times**
 - Contour Airlines Taking Off on the Central Coast | July 5-11
 - Passenger Travel up 20% at Santa Barbara Airport | July 3
- **EdHat:**
 - Salt Lake City Connection Commences at SBA | August 13
- **SB Newspress:**
 - Airport Hosting Precheck Signups | June 20
- **The Voice Magazine:**
 - Ribbon Cutting Celebration for Airport Project | June 21
- **Scientific American**
 - California Mandates Zero-Emission Vehicles at Airports | July 1
- **Anna.aero.com**
 - CAKE OF THE WEEK - Delta Air Lines, Santa Barbara to Salt Lake City | August 16

2. Business Development

a. Air Service Development

- Preparing a follow-up incentive offer to United Airlines to encourage start of SBA-ORD service in 2020 partnering with Visit Santa Barbara.
- Contour Airlines is adding a second frequency to Sacramento and a redesigned schedule with a morning and evening departure. However, proposed San Diego service is not possible due to high costs to operate at San Diego Airport.
- Delta Salt Lake digital marketing campaign to run September through November supported by both SBA and Visit Santa Barbara.

b. Property Management

- Delta Air Lines completed construction of their Airline Terminal space in time for their launch August 12.
- Coordinated and completed the ticket counter relocation of Contour Airlines, Alaska Airlines, and Sun Country Airlines in order to accommodate the need for two ticket counter podiums for Delta.
- Commenced the standardization of the ticket counter back wall space by coordinating the installation of 55 inch monitors in place of airline branded signs for Contour Airlines, Delta Airlines, Frontier Airlines, and Sun Country Airlines. The balance of the monitors will be installed within the next six to twelve months.
- Implemented the installation of the Amadeus shared gate-use software. Phase 1 of the implementation project will go live the morning of August 27 at Gate 2 affecting both American Airlines and Delta Airlines. Phase 2, which will encompass all of the other Gates, is anticipated to go live by the end of October.
- Executed lease agreements for two additional tenants in the 6100 Hollister development.
- Lease agreement Senseseeker Engineering in Bldg 114 prepared for City Council approval on 9/10
- Lease agreement for Mission Test and Support Services (MSTS) prepared for City Council approval on 9/10.
- Proposed to Civil Air Patrol, at an advantageous rent rate, one of the cottages on Firestone Road. Their headquarters staff is still reviewing this as an option. The Airport Visitor's Center on Hartley Place that was offered originally was determined not to be conducive to simultaneous use of Civil Air Patrol operations and the activities of the Visitor Center.
- Year-end reconciliation of the rental car agencies was completed.
- Coordinated the temporary adjustment of parking spaces of the rental car ready return lot in anticipation of the commencement of the Gate 1 expansion project. Approximately, 40 spaces are temporarily being relocated to an alternative site.
- Completed the hiring process for the new Property Management Specialist position, and the new staffer is expected to begin September 3.

3. Facility Planning & Development

a. Local Coastal Program Amendment

Estimated Cost: \$5,000

Funding: Airport Capital Fund

As part of their adoption of the Airport Master Plan the City Council recommended adoption of a Local Coastal Program (LCP) Amendment to the 2003 Airport and Goleta Slough Local Coastal Plan. In order to incorporate new sea level rise (SLR) adaptation requirements, California Coastal Commission staff have stated that the LCP amendment will need to take the form of a comprehensive update. Airport Staff is preparing revisions to the biological resources and coastal resources (i.e. wetlands) section which will be reviewed in phases with California Coastal Commission staff prior to preparation of a draft amendment.

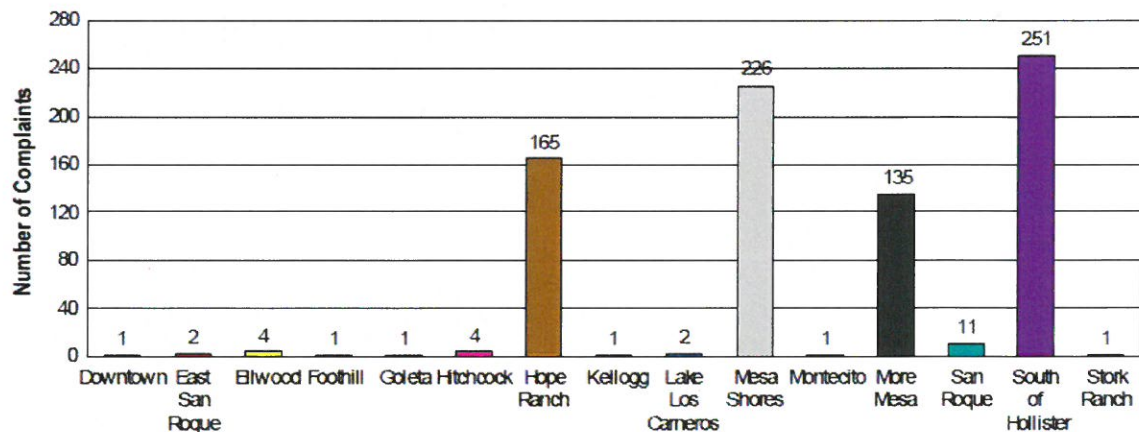
4. Certification & Operations

- Operations staff participated in the City's Tsunami Table-Top Exercise June 6, 2019.
- SBA Triennial Full-Scale Disaster Drill is scheduled for Wednesday, September 25, 2019.
- Low bidder selected for Security System Upgrade Project- Birdi, Inc.
- Staff hosted a PublicVue Workshop on Wednesday, July 10, 2019 that provided training on the PublicVue system.
- Noise Abatement
 - In June, SBA received a total of 806 noise complaints. 84 letters were sent to aircraft operators in response to noise complaints that resulted in an aircraft not following voluntary noise abatement procedures.

Complaint – Histogram

Start Date / Time: 2019-06-01 00:00:00
End Date / Time: 2019-06-30 23:59:59

Group By: Community
Filter Name:



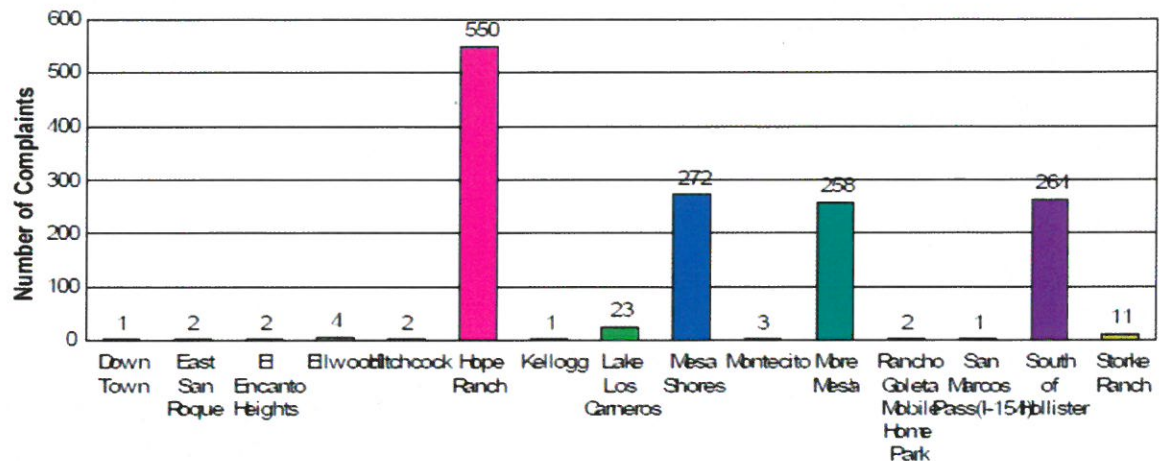
Total Number of Complaints: 806

- In July, SBA received a total of 1396 noise complaints. 167 letters will be sent to aircraft operators in response to noise complaints that resulted in an aircraft not following voluntary noise abatement procedures.

Complaint – Histogram

Start Date / Time: 2019-07-01 00:00:00
End Date / Time: 2019-07-31 23:59:59

Group By: Community
Filter Name:



Total Number of Complaints: 1396

C. CAPITAL PROJECTS

1. Airline Terminal Solar Project

EEI Solar One, LLC partnered with another firm to assist with moving the project forward. Based on input from the new partner, EEI Solar One, LLC proposed amendments to the existing power purchase agreement. Staff and City Attorney will be reviewing the proposal to determine the appropriate course forward.

2. Terminal Projects

- SUPPS: Contract approved by City Council and executed for installation of SUPPS system. Amadeus staff installed “headend” server equipment at SBA the week of August 12. During the week of August 19, a training station will be set up in the Terminal for airline employee training – initially focusing on employees of American Airlines and Delta Airlines. The objective is to convert Gate 2 prior to the service start of Delta Air Lines.
- Passenger Boarding Bridge: City Council awarded a contract to John Bean Technologies (JBT) on June 4, 2019, for Passenger Boarding Bridge No. 3. A Notice to Proceed has been issued effective June 24, 2019. Although the contractor has six months to complete the project, JBT has indicated if the permitting goes smooth the jet bridge could be operational in November 2019.
- Gate 1: On June 4, 2019, City Council awarded a contract for the relocation of chain link fence on the south side of the terminal apron and on July 30 awarded a contract for the Gate 1 reconfiguration work on the terminal apron. The fence relocation has commenced and is scheduled to be complete by August 23, 2019. Additional items of work including the light relocation and concrete improvements are scheduled to commence construction on August 26, 2019 and be completed by the end of September 2019.

D. FINANCIAL SUMMARY

As of July 31, 2019, preliminary operating revenues were 18.2% below budget. Preliminary operating expenditures were 29.7% below budget, with encumbrances, expenditures 29.3% above budget.

June 2019 Concessions

Concession	Gross Revenue	Airport Revenue	Contracts	Gross Revenue per Enplanement	Gross Revenue per Enplanement for FY18
Restaurant-Landside	\$13,138	\$1,360		\$.30	\$.37
Restaurant-Airside	\$205,446	\$20,432		\$4.65	\$4.37
Restaurant-Total	\$218,584	\$21,791*		\$4.95	\$4.69
Gift Shop	\$124,584	\$11,305		\$2.82	\$2.71
Rental Cars	\$1,621,077	\$162,066	8,819	\$36.72	\$41.25

*Total does not sum due to rounding

E. CITY COUNCIL APPROVALS

July 16, 2019

SUBJECT: Employee Recognition – Service Award Pins

RECOMMENDATION:

That Council authorize the City Administrator to express the City's appreciation to employees who are eligible to receive service award pins for their years of service through July 31, 2019.

15 YEARS

David de Ponce, Custodial Supervisor, Airport Department

SUBJECT: Introduction Of Ordinance For Amendment To Lease Agreement No. 200846 With Mercury Air Center – Santa Barbara, Inc. DBA Atlantic Aviation

RECOMMENDATION: That Council:

A. Approve and authorize the Airport Director to execute a Fourth Amendment to Lease Agreement No. 200846 with Mercury Air Center Inc. dba Atlantic Aviation (Atlantic), a California Corporation, to recover approximately 14,755 square feet of ramp space and to adjust the monthly rent to account for the reduction, effective upon adoption of the enabling Ordinance and ending May 31, 2020; and

B. Introduce and subsequently adopt, by reading of title only, an Ordinance of the Council of the City of Santa Barbara Approving a Fourth Amendment to Lease Agreement No. 200846 Between the City and Mercury Air Center Santa Barbara, Inc. DBA Atlantic Aviation, a California Corporation.

SUBJECT: Installation Of Shared Use Passenger Processing System At Santa Barbara Airport

RECOMMENDATION: That Council:

A. Authorize the Airport Director to execute an agreement with Amadeus Airport IT Americas, Inc. for the purchase of a shared use passenger processing system (SUPPS) software technology for use by Alaska Airlines, American Airlines, Contour Airlines, Delta Air Lines, Frontier Airlines, Sun Country Airlines and United Airlines to process passengers at Santa Barbara Airport, in an

amount not to exceed \$243,416, and approve an additional \$24,342 for contingency costs that may be necessary during the implementation;

B. Authorize the Airport Director to execute an agreement for system warranty and support services by Amadeus Airport IT Americas, Inc. for one year, with four additional one-year options, in an amount not to exceed \$260,113 for the five year period; and

C. Appropriate \$106,807 in the Airport Capital Fund for the SUPPS Project from available Airport Capital Fund reserves.

July 30, 2019

SUBJECT: Acceptance Of Federal Aviation Administration Airport Improvement Program Grant Offers For Santa Barbara Airport For Federal Fiscal Year 2019

RECOMMENDATION:

That Council accept and authorize the Airport Director to execute, on behalf of the City, Federal Aviation Administration Grant Offers, No. 3-06-0235-056-2019 and No. 3-06- 0235-057-2019, in an amount not to exceed \$2,905,760 in Airport Improvement Program (AIP) funds for Federal Fiscal Year 2019, for the Airport Security System Rehabilitation Project, and Environmental Assessment (EA) for the Taxiway H Extension Project.

August 6, 2019

SUBJECT: Employee Recognition – Service Award Pins

RECOMMENDATION:

That Council authorize the City Administrator to express the City's appreciation to employees who are eligible to receive service award pins for their years of service through August 31, 2019.

25 YEARS

Pete Concepcion, Airport Maintenance Supervisor, Airport Department